

10/047925

**METHODS AND SYSTEMS FOR MANAGING BUSINESS
REPRESENTATIVE DISTRIBUTIONS****ABSTRACT OF THE DISCLOSURE**

A geographical distribution of business representatives is managed by their assignment to geographical units. The assignments are stored on a storage device and a graphical interface permits changes in accordance with management determinations. The graphical interface includes a map on which an area is traced to define a closed geographical area. Any geographical units within the closed geographical area are identified. After the geographical units are identified, their stored characteristics are modified in response to an instruction from a user.

DE 7058635 v1

2047925-01400T